GENERAL CHARACTERISTICS OF DENTISTS — SOLO DENTISTS

SOLO DENTISTS
SIZE OF PRIVATE PRACTICE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PRACTICE SIZE						
NO OTHER DENTISTS	1261	100.0	202	100.0	1463	100.0
ALL	1261	100.0	202	100.0	1463	100.0

SOLO DENTISTS
MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	TYPE OF DENTIST											
	GENERAL PRACTITIONER				SPECIALIST				ALL-WEIGHTED			
	AGE				AGE				AGE			
	MEAN	MEDIAN	GENDER PERCENT	N	MEAN	MEDIAN	GENDER PERCENT	N	MEAN	MEDIAN	GENDER PERCENT	N
GENDER												
MALE	47.5	46	98.0	1065	48.3	47	98.0	337	47.6	46	98.0	1402
FEMALE	37.4	36	2.0	22	42.7	37	2.0	7	38.1	37	2.0	29
ALL-WEIGHTED	47.3	45	100.0	1087	48.2	46.5	100.0	344	47.4	46	100.0	1431

SOLO DENTISTS
MEAN HOURS SPENT IN PRACTICE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PER YEAR SPENT IN DENTAL OFFICE	47.53	1105	46.55	344	47.39	1449
HOURS PER WEEK SPENT IN DENTAL OFFICE	42.64	1105	41.54	344	42.48	1449
HOURS PER YEAR SPENT IN DENTAL OFFICE	2034.03	1105	1940.53	344	2021.10	1449
HOURS PER WEEK TREATING PATIENTS	33.07	1105	31.31	344	32.83	1449
HOURS PER YEAR TREATING PATIENTS	1578.81	1105	1462.62	344	1562.74	1449

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

Employed Dentists

Of all employed dentists, 59% are under the age of 35, while 76.3% are under the age of 45. About 7% are 65 years of age of older.

Almost half (47.5%) of employed practitioners graduated from dental school since 1980. Roughly 80% graduated from dental school since 1965, while about 20% graduated before 1965.

Of all employed dentists, about half (50.4%) work in a practice with only one other dentist, the remaining work in larger dental offices.

The mean age of all employed practitioners is 34 years. For male practitioners, who comprise 85.4% of employed practitioners, the mean age is 34 years; for female practitioners', who represent 9.5% of all employed practitioners, the mean age is 31 years.

Employed practitioners spend, on average, 39.68 hours per week in the practice, 30.76 of which are spent treating patients. The average number of weeks worked per year is 46.50. On an annual basis, 1,856.88 hours are spent in the practice while 1,441.55 hours are spent treating patients (about 77.6%).

EMPLOYED DENTISTS
DENTIST AGE, REGION, AND GRADUATION YEAR DISTRIBUTION

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
AGE GROUP						
LESS THAN 30 YEARS	18	25.0	0	0	18	23.0
30-34 YEARS	26	35.9	2	36.4	29	36.0
35-39 YEARS	7	9.4	2	36.4	9	11.6
40-44 YEARS	5	6.3	0	0	5	5.7
45-49 YEARS	2	3.1	1	9.1	3	3.6
50-54 YEARS	2	3.1	0	0	2	2.9
55-59 YEARS	5	6.3	0	0	5	5.7
60-64 YEARS	3	4.7	0	0	3	4.3
65 YEARS AND OLDER	5	6.3	1	18.2	6	7.2
REGION						
NEW ENGLAND	3	4.7	1	18.2	5	5.8
MIDDLE ATLANTIC	16	21.9	1	9.1	17	20.8
SOUTH ATLANTIC	15	20.3	1	18.2	16	20.1
EAST SOUTH CENTRAL	3	4.7	1	9.1	4	5.0
EAST NORTH CENTRAL	9	12.5	2	27.3	11	13.7
WEST NORTH CENTRAL	2	3.1	0	0	2	2.9
WEST SOUTH CENTRAL	7	9.4	0	0	7	8.6
MOUNTAIN	5	6.3	0	0	5	5.7
PACIFIC	13	17.2	1	18.2	14	17.3
GRADUATION YEAR						
BEFORE 1965	15	20.3	1	18.2	16	20.1
1965-1974	5	6.3	2	27.3	6	8.0
1975-1980	18	25.0	1	18.2	19	24.4
SINCE 1980	35	48.4	2	36.4	38	47.5
ALL	73	100.0	6	100.0	79	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS — EMPLOYED DENTISTS

EMPLOYED DENTISTS
SIZE OF PRIVATE PRACTICE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PRACTICE SIZE						
ONE OTHER DENTIST	37	50.0	4	54.5	40	50.4
TWO OR MORE OTHER DENTISTS	37	50.0	3	46.5	39	49.6
ALL	73	100.0	6	100.0	79	100.0

EMPLOYED DENTISTS
MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	TYPE OF DENTIST											
	GENERAL PRACTITIONER				SPECIALIST				ALL-WEIGHTED			
	AGE				AGE				AGE			
	MEAN	MEDIAN	GENDER PERCENT	N	MEAN	MEDIAN	GENDER PERCENT	N	MEAN	MEDIAN	GENDER PERCENT	N
GENDER												
MALE	40.4	34	88.0	52	42.3	36	100.0	11	40.6	34	90.0	63
FEMALE	31.6	31	12.0	7	0	0	0	0	31.6	31	10.0	7
ALL-WEIGHTED	39.4	34	100.0	59	42.3	36	100.0	11	39.6	34	100.0	70

EMPLOYED DENTISTS
MEAN HOURS SPENT IN PRACTICE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PER YEAR SPENT IN DENTAL OFFICE	46.41	64	47.55	11	46.50	75
HOURS PER WEEK SPENT IN DENTAL OFFICE	39.05	64	46.80	11	39.68	75
HOURS PER YEAR SPENT IN DENTAL OFFICE	1823.45	64	2234.21	11	1856.88	75
HOURS PER WEEK TREATING PATIENTS	30.22	64	36.82	11	30.76	75
HOURS PER YEAR TREATING PATIENTS	1413.33	64	1760.09	11	1441.55	75

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

Dentists Graduating Since 1980

Most (87.5%) dentists graduating since 1980 are under the age of 35, while 11.5% are between the ages of 35 and 39 years.

The solo practice is the most prevalent practice size among recent graduates, with 51.6% working in a practice with no other dentist. About one quarter (25.8%) practice with one other dentist, while 22.6% work in a practice with two or more other dentists.

The mean age of all dentists graduating since 1980 is 30 years. For male practitioners the mean age is 30 years, and for female practitioners the same figure is 32 years. Male practitioners comprise 76.4% of recent graduates, while female practitioners account for 12.8%.

Dentists graduating since 1980 work, on average, 44.75 hours per week in the practice, 33.16 of which are spent treating patients. The average number of weeks worked per year is 48.25. On an annual basis, 2,165.60 hours are spent in the practice while 1,605.90 hours are spent treating patients (74%).

DENTISTS GRADUATING SINCE 1980
DENTIST AGE, REGION, AND GRADUATION YEAR DISTRIBUTION

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
AGE GROUP						
LESS THAN 30 YEARS	73	32.7	0	0	73	32.1
30-34 YEARS	122	54.6	4	100.0	126	55.4
35-39 YEARS	26	11.7	0	0	26	11.5
40-44 YEARS	2	1.0	0	0	2	1.0
REGION						
NEW ENGLAND	11	5.1	1	28.6	13	5.5
MIDDLE ATLANTIC	32	14.3	2	42.9	34	14.8
SOUTH ATLANTIC	42	18.9	1	14.3	43	18.8
EAST SOUTH CENTRAL	19	8.7	0	0	19	8.5
EAST NORTH CENTRAL	38	16.8	1	14.3	38	16.8
WEST NORTH CENTRAL	16	7.1	0	0	16	7.0
WEST SOUTH CENTRAL	23	10.2	0	0	23	10.0
MOUNTAIN	15	6.6	0	0	15	6.5
PACIFIC	27	12.2	0	0	27	12.0
GRADUATION YEAR						
SINCE 1980	224	100.0	4	100.0	228	100.0
ALL	224	100.0	4	100.0	228	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

GENERAL CHARACTERISTICS OF DENTISTS

DENTISTS GRADUATING SINCE 1980

DENTISTS GRADUATING SINCE 1980
SIZE OF PRIVATE PRACTICE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
PRACTICE SIZE						
NO OTHER DENTISTS (SOLO)	118	52.6	0	0	118	51.6
ONE OTHER DENTIST	56	25.0	3	71.4	59	25.8
TWO OR MORE OTHER DENTISTS	50	22.4	1	28.6	51	22.6
ALL	224	100.0	4	100.0	228	100.0

DENTISTS GRADUATING SINCE 1980
MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	TYPE OF DENTIST											
	GENERAL PRACTITIONER				SPECIALIST				ALL-WEIGHTED			
	AGE				AGE				AGE			
	MEAN	MEDIAN	GENDER PERCENT	N	MEAN	MEDIAN	GENDER PERCENT	N	MEAN	MEDIAN	GENDER PERCENT	N
GENDER												
MALE	31	30	86.0	154	31.7	31	100.0	7	31.1	30	86.0	161
FEMALE	32.4	32	14.0	27	0	0	0	0	32.4	32	14.0	27
ALL-WEIGHTED	31.2	30	100.0	181	31.7	31	100.0	7	31.3	30	100.0	188

DENTISTS GRADUATING SINCE 1980
MEAN HOURS SPENT IN PRACTICE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PER YEAR SPENT IN DENTAL OFFICE	48.23	196	48.86	7	48.25	203
HOURS PER WEEK SPENT IN DENTAL OFFICE	44.70	196	47.42	7	44.75	203
HOURS PER YEAR SPENT IN DENTAL OFFICE	2162.78	196	2318.69	7	2165.60	203
HOURS PER WEEK TREATING PATIENTS	33.14	196	34.43	7	33.16	203
HOURS PER YEAR TREATING PATIENTS	1604.63	196	1674.86	7	1605.90	203

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

Methodology and Definitions

INTRODUCTION

The 1986 Survey of Dental Practice (SDP) is a continuation of the series of surveys that have been conducted every two to three years since the early 1950's, annually since 1982, by the American Dental Association's Bureau of Economic and Behavioral Research. The purpose of the survey is to provide reliable information on selected characteristics of private practice in the United States.

The 1986 SDP consisted of detailed questions dealing with expenses of operating a private practice, net and gross income from the private practice of dentistry, the number of patient visits to the dentist, hours and weeks worked in the practice, occupational status and employment status, practice personnel mix, auxiliary employment and wages, and other selected characteristics.

SURVEY METHODOLOGY

The 1986 SDP was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

Sampling

The population consisted of 129,039 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 Distribution is the most recent complete census, the sampling frame is updated periodically by adding information about recent graduates, retirement and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population) to ensure adequate numbers for statistical analysis. It should be noted that the sample was drawn in such a way

as to be able to make statements about general practitioners and specialists as a whole. We may not have, for any given specialty, enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1986 SDP was initially mailed in April, 1986. Two follow-up mailings to non-respondents occurred in May and June, 1986. Coding, hand-editing, and computer processing were completed by October, 1986. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 50.4%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitoners in the sample is 74.5%, specialists, 25.5%.

The weights were computed as follows:

General Practitioner - .85/.745 = 1.140939

Specialist - .15/.255 = 0.588235

These weights were employed in the calculations of means and medians where general practitioners and specialists were combined - where statements were made about "all" independent or solo dentists.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1986) practice prior to 1985.

ALL DENTISTS: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

DENTAL PRACTICE PERSONNEL (ALL STAFF): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/ receptionists, bookkeepers and other office personnel. Dentists employed by the practice are NOT included.

FULL-TIME and PART-TIME: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

HOURLY SALARY: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

INDEPENDENT DENTISTS: All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and a shareholder in an incorporated practice.

MEAN: This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

MEAN PER YEAR: Several variables in the tables are reported as means per year (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values reported by dentists, by the number of weeks worked in the office for the year.

NONOWNER DENTISTS (EMPLOYED): This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

NONSOLO DENTISTS: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

PATIENT NO-SHOWS: The total of patient no-shows was defined as the difference between the number of patient appointments and the number of scheduled visits. It was assumed that the number of scheduled visits were equal to or less than the number of patient appointments.

REGIONS: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: EA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OD, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

SCHEDULED VISITS: Scheduled visits are the patient appointments who were present in the office for treatment.

SOLO DENTISTS: All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

TOTAL PATIENT VISITS: Total patient visits is the sum of walk-in visits, emergency visits, and scheduled visits.

WEIGHTING: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

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1986 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1985? Please circle **one** response for **EACH** column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice/retired	09	09
k. Occupation unrelated to dentistry	10	10
l. **NO SECONDARY OCCUPATION**	—	11

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1985 as:

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1985 please **RETURN THE QUESTIONNAIRE.** Thank you.

INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1985), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

Yes 1
No 2

	Primary Practice	Secondary Practice
3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1985?	19 ____	19 ____

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify ____		

5. Which **ONE** of the following **BEST** describes your employment status in that practice during 1985?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify ____		

	Primary Practice	Secondary Practice
6. What was the zip code of your practice(s) during 1985?	____	____
	zip code	

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1985?

	Primary Practice	Secondary Practice
The average number of:		
a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only)	_____ appointments per week	_____
b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.)	_____ visits per week	_____
c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.)	_____ visits per week	_____
d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only	_____ visits per week	_____

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1985

	Primary Practice	Secondary Practice
a. Total number of weeks worked (excluding vacation)	_____ weeks	_____
b. Total number of **HOURS PER WEEK** spent in the practice	_____ hours per week	_____
c. Number of hours per week spent **TREATING PATIENTS** in the practice	_____ hours per week	_____

9. What was **YOUR** 1985 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

	Net Income
a. Your primary practice	$ _____ 00
b. Your secondary practice (if applicable)	$ _____ 00
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)	$ _____ 00

If you were in private practice as a **PRIMARY OCCUPATION** during 1985, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1985, **DO NOT CONTINUE.** Please return the questionnaire. Thank you.

ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF**, please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1985. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders)	_____
b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero	_____

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1985. (If none, enter zero.)

	Number of Employee Positions	
	full-time	part-time
a. Dental hygienist(s)	_____	_____
b. Chairside assistant(s)	_____	_____
c. Secretary/receptionist(s)*	_____	_____
d. Dental laboratory technician(s)	_____	_____
e. Bookkeeper, business personnel	_____	_____
f. Other, please specify _____	_____	_____

***NOTE:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

If the **ENTIRE PRIMARY PRACTICE** employed any dental hygienists in 1985, please continue. If **no** hygienists were employed, skip to question 16.

12. Please provide the following regarding all dental hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1985:

	Dental Hygienist(s)
The average number of:	
a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment	_____ appointments per week
b. **SCHEDULED VISITS** per week that were actually treated by all hygienist(s)	_____ visits per week

13. Which of the following was the predominant method of reimbursing dental hygienist(s) in the **ENTIRE PRIMARY PRACTICE**? (Circle one.)

a. Salary only 1
b. Commission only 2
c. Salary plus commission 3
d. Other, please specify _____

14. Do you consider dental hygienists to be an employee of your practice or an independent contractor? (Circle one.)

a. employee 1
b. independent contractor 2
c. Other, please specify _____

15. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1985. If the practice did not employ someone in these positions, please check the appropriate box in the first column.

	Not applicable (Please check boxes)	1985 ANNUAL Salary/ Commission (In dollars)	Weeks Worked in 1985	Hours Worked per Week	Length of Experience PRIOR to Employment in this Practice		Length of Employment in this Practice	
DENTAL HYGIENIST (S):								
Position #1	☐	$ _____ per year	_____	_____	_____	_____	_____	_____
Position #2	☐	$ _____ per year	_____	_____	_____	_____	_____	_____
Position #3	☐	$ _____ per year	_____ weeks	_____ hours	_____ years	_____ months	_____ years	_____ months

16. Approximately what percentage of the patients who visited the primary practice:

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger	_____ %
15 to 64 years of age	_____ %
65 years of age or older	_____ %
	TOTAL 100 %
b. were members of families whose annual income is estimated to be:	
under $10,000	_____ %
$10,000 to 29,999	_____ %
$30,000 or more	_____ %
	TOTAL 100 %
c. were:	
covered by a private insurance program that pays or partially pays for their dental care	_____ %
covered by a public assistance program that pays or partially pays for their dental care	_____ %
not covered by an insurance program	_____ %
	TOTAL 100 %
d. were members of a racial minority	_____ %

If you were a solo practitioner during 1985, please skip to question 18.

17. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1985:

The average number of:	Entire Practice
a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only)	_____ appointments per week
b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero	_____ visits per week
c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) If none, enter zero	_____ visits per week
d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only)	_____ visits per week

18. In the **ENTIRE PRIMARY PRACTICE**, what was the **total amount of fees charged** for the dental care provided during 1985 **(annual billing)**? $ _____ .00

19. What percentage of the **GROSS RECEIPTS** were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment	_____ %
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)	_____ %
c. as direct payment from private insurance carriers	_____ %
d. from other sources of payment (Please specify) _____	_____ %
	TOTAL 100 %

20. During 1985, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?

Yes 1
No 2

If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1985? (If no expenses were incurred for specific items, please enter zero.)

	Expenses
a. Yearly rent	$ _____ .00
b. Yearly mortgage (including interest)	$ _____ .00
c. Total salaries, wages and commissions of non-dentists employees	$ _____ .00
d. Commercial dental laboratory charges	$ _____ .00
e. Dental supplies	$ _____ .00
f. Advertising expenses	$ _____ .00
g. Bad debts	$ _____ .00

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1985? $ _____ .00
(This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.